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LATIN AMERICA TELECOMMUNICATIONS NEWSLETTER
Office of Telecommunications Technologies
International Trade Administration
U.S. Department of Commerce
 http://www.export.gov/infotech

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I.   HOT NEWS

New/Updated Content on OTT Website
www.export.gov/infotech

The Office of Telecommunications Technologies (OTT) strives to provide timely information on the industry sectors and markets we cover. In this effort, we are currently updating and adding new content to our website. We encourage you to look at the following items:

- *Country Profiles-*There are updates for five Central American countries plus more to come in the next couple months for other Latin America markets.

- ***Latin America Telecom Company Directory-***A new directory of Latin America communications providers and equipment suppliers. This is a work-in-progress with additional countries/companies being added in the coming months.
- ***Telecom & IT Trends Mexico 2004-*** A series of special reports on Mexico's telecommunications, Internet, and IT markets done in support of the USA Pavilion at EXPO COMM MEXICO 2004.
- ***Voice Over Internet Protocol (VoIP)-*** Find out the latest on foreign VoIP laws, regulations, and government contacts.
- ***Worldwide Terrestrial DTV Standards-***A global map showing the current adoption of terrestrial DTV standards.

New information on fixed wireless broadband is forthcoming and will be available on our website in the near future.

II.   HIGHLIGHTS

U.S. Commercial Service Industry Sector Analysis (ISA) Reports

Did you know that the U.S. Commercial Service publishes Industry Sector Analysis (ISA) reports? Commercial specialists at U.S. embassies and consulates abroad regularly compile in-depth, structured reports on a broad range of industries, including telecommunications. These reports provide information on: market potential and demand trends, market size and import statistics, competition, market access, regulations and standards, distribution practices, best sales prospects, and key industry contacts.

You may access these reports at ***www.usatrade.gov***. Click on the "Market Research" section then select "Country and Industry Market Reports." This will direct you to a search engine where you can select information by industry, country, report type, and date. Reports published to date in 2003 include the following:

- **Panama-**Telecommunications Services, January 2003
- **Argentina**-Telecommunications Equipment, March 2003
- **Guatemala**-Internet/Business Applications, March 2003
- **Mexico**-Wireless Services, March 2003
- **Panama**-Telecommunications Equipment, March 2003
- **Venezuela**-Cable TV Equipment & Services, March 2003
- **Jamaica**-Telecommunications Equipment & Services, April 2003
- **Brazil**-Telecommunications Market, May 2003

Check them out!

III.   EVENTS
This section is intended for your information only. Unless otherwise noted, events are neither certified nor endorsed by the U.S. Department of Commerce (USDOC).

WCA 2003: CAPITALIZING YOUR CONNECTIONS
July 8-11, 2003 in Washington, D.C.
WCA 2003 is the premier annual show for the global wireless broadband industry. As the primary showcase for the emerging industry and its non-profit trade association, Wireless Communications Association (WCA), the show attracts the industry's largest audience and is noted for its strong attendance by carrier members from both the U.S. and other countries. Included in this year's show is the **Fourth Annual Latin America & Caribbean BWA Forum** on July 8 from 1:00-5:45 p.m. For more information contact Carl Berndston at 978-371-1792 or berndston@aol.com or visit www.wcai.com for full registration details.

COMDEX BRAZIL: STATE OF VIRGINIA PAVILION
August 19-22, 2003 in Sao Paulo, Brazil
The Virginia Economic Development Partnership (VEDP) invites Virginia companies to join its exhibitor pavilion at Comdex Brazil in Sao Paulo. This will be VEDP's 6th participation at this event. The Comdex show in Sao Paulo attracts the business community from all over Latin America. A Virginia-based company participating with the VEDP at Comdex Brazil will get a turnkey exhibit package and benefit from the local support of VEDP's Brazil-based representative, including matchmaking and business counseling. Total cost is $2,750.00. For more information, please contact Matthias Duys, VEDP International Trade Manager, at tel. (703) 506-1030, e-mail: mduys@yesvirginia.org. Interested companies can also visit http://www.exportvirginia.org and click on the "EVENTS" tab.

Institute of the Americas: Telecom/IT Brazil Roundtable
August 21-22, 2003 in Rio de Janeiro, Brazil
This top-level, executive roundtable will offer participants information and analysis on regulation, reforms, market assessment, Internet governance, and digital access in South America while permitting an opportunity for networking with public and private sector leaders from the entire region. For more information, please contact Noelle Jue, Associate Director, Telecom/IT Program at 858-453-5560, ext. 121 or noelle@iamericas.org.